

Foreign Offices

DBED's International Operations team has overseas representation in major international markets around the world with 11 offices in nine countries. Our foreign office representatives can offer invaluable guidance to Maryland companies seeking business opportunities in these markets.



Contact Information

For more information on how DBED can help your company introduce products and services into new international markets, please call 410-767-0685 or email international@choosemaryland.org.

International Operations

Maryland Department of Business & Economic Development
217 East Redwood Street, 12th Floor, Baltimore, MD 21202



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Martin O'Malley, Governor • Anthony G. Brown, Lt. Governor

MARYLAND



EXPORT ASSISTANCE

State Resources To Support
International Growth





Maryland's Department of Business and Economic Development (DBED) stimulates the state's economy by generating investment and working with companies to create jobs. Its mission includes attracting new businesses to the state, encouraging the expansion and retention of existing companies and providing workforce training and financial assistance. The department promotes the state's many economic advantages and markets local products and services at home and abroad to spur economic development, international trade and tourism.

The International Operations team supports DBED's mission and stimulates economic growth by facilitating contact between Maryland businesses and the international marketplace. International Operations promotes Maryland as a prime location for foreign business investment and helps Maryland businesses introduce their products and services to international markets.

Exporting Maryland Innovation

In today's rapidly expanding global marketplace, commerce is no longer bound by distance or geography — and success often depends on an organization's ability to find and develop new international markets for its products and services. Fortunately for Maryland businesses, the Department of Business and Economic Development (DBED) is here to help.

DBED's International Operations team and foreign office representatives offer hands-on assistance to Maryland companies as they seek to identify and capitalize on international business opportunities. Our export assistance programs, developed by knowledgeable trade specialists, are designed to reduce the obstacles to doing business internationally, for first-time and experienced exporters alike.

DBED's Export Assistance programs and services can help you:

- Reduce out-of-pocket costs.
- Identify potential partners, customers, and competitors in your target markets.
- Understand important foreign regulations.
- Market and promote your products overseas.

PROGRAMS AND SERVICES

The following are some of the programs and services designed to help Maryland companies expand their reach around the world.

ExportMD Program

ExportMD is a grant program that offers small and mid-size businesses monetary and consulting assistance for specific international marketing initiatives. This program provides:

- Reimbursement of 50 percent of project costs up to \$5,000.
- Up to 80 hours of service from a DBED foreign trade representative in your target market.

Representative Program

Maryland's Representative Program provides exporters with a proactive bilingual sales and marketing presence in targeted overseas markets. Foreign office representatives can answer phone inquiries in the native language, host meetings, participate in tradeshow, facilitate travel arrangements, evaluate the effectiveness of international marketing efforts and provide sales leads.

Pathfinder Program

The Pathfinder Program provides a presence for your business at international trade shows at a fraction of the cost of exhibiting or attending in person. DBED's international experts are trained to attend shows on your company's behalf, where they will identify and meet with potential partners, suppliers, distributors and customers; promote new products; gather important materials; and generate publicity.

Additional Services

DBED's foreign office representatives can also offer the following targeted services to assist Maryland companies:

Market Research

- Tailored market research covering issues such as industry trends, competition, product pricing and distribution channels.
- Customized market profiles detailing size, trends, and product potential.
- Information on foreign regulations, including duties and taxes, trademarks and patents, standards and legislation.

Foreign Partner Research

- Identification and qualification of potential overseas partners, agents and distributors.
- Identification of appropriate government and private sector resources.

Advisory Services

- Market entry counseling and guidance.
- International strategic plan development.
- Transactional counseling in response to specific exporting inquiries.

Event Promotion & Planning

- Assistance scheduling business appointments and developing itineraries for meetings, missions and shows.

